

FIG. 7

<b>710</b>	<b>700</b>	<b>720</b>	<b>730</b>	
Market	Revenue	Costs	Local Skills	
Share			Design / Development	
0.4	0.4		Test	
0.5	0.5		Maintenance / Support	
0.4	0.4		Integration	
0.5	0.5		Prog. Language - C	
0.6	0.6		Prog. Language - C++	
0.5	0.5		Prog. Language - Java	
0.5	0.5		OS - Windows	
0.6	0.6		OS - Linux	
0.6	0.6		OS - AIX	
0.6	0.6		Language - English	
0.5	0.5		Language - Chinese	
0.5	0.5		Language - Japanese	
			Overall Marketplace	
0	0	0	WW Market Opportunity	
0	0	0	WW CGR	
0.2	0.2	0.1	WW Market Share	
			Geography Marketplace	
0.2	0.6	0	Market Opportunity	
0.2	0.6	0	Market CGR	
0	0.9	0.1	Market Share	
			Geography Environment	
0	0.1	0.7	<b>731</b> Personnel Cost	
0	0.1	0.7	General Business Cost	
0.1	0.1	-0.7	<b>732</b> Attrition (1=Highest)	
0.4	0.4	0.5	Growth Rate	
			Product Sales / Delivery	
0.4	0.6	-0.3	Share Integration, Support, and Sales Force	
0.6	0.4	0.8	Share Business Partners	
0.7	0.5	0.8	Share Spiral Partners	
			Competitors Strength	
<b>740</b> -0.3	-0.3	-0.2	WW	
<b>750</b> -0.7	-0.7	-0.3	In Geography Market	
0.5	0.5	0.3	Ingrained in competitive technology	